

400K Program Cost

The cost of the 400K Program will be determined by herd size. The base fee is \$100 / month for the program, for a total of \$600. The program benefits include:

- * Risk assessment
- * Two team meetings
- * 6 months of QMPS consulting
- * Customized reports
- * 6 bulk tank cultures administered through the Bulk Tank Surveillance Program
- * Customized solutions for your specific milk quality issues

In addition to this fee, the farm will be responsible for the cost of monthly somatic cell testing with Dairy One and individual cow culture samples that will be sent to QMPS for mastitis testing.

Example of Cost Benefit Analysis:

A 50 cow herd enrolled in the 400K Program is averaging 70 pounds of milk per cow and has reduced its average Bulk Tank SCC from 350,000 cells/ml to less than 200,000 cells/ml, a relatively small improvement. This herd could expect to see an increase in net monthly income of approximately \$400.

Bulk Tank Surveillance Program

Bulk tank cultures can be submitted routinely through your milk hauler to evaluate milk quality, foodborne pathogens, and BVD. Dairy One can provide additional milk quality parameter testing.



For More Information About the Program Contact:

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Phone: 607-227-6528

QMPS Locations:

Central Laboratory
Toll Free: 877-645-5522
607-255-8202
Ithaca, New York 14853

Eastern Laboratory
Toll Free: 877-645-5524
518-255-5681
Cobleskill, New York 12043

Northern Laboratory
Toll Free: 877-645-5523
315-379-3930
Canton, New York 13617

Western Laboratory
Toll Free: 877-645-5525
585-243-1780
Geneseo, New York 14454

<http://qmps.vet.cornell.edu>



Quality Milk
Production Services

400K Beat It!



A Team-approach to
helping dairies produce
quality milk



Dairy One



Milk Quality Standards

Milk quality in the US has become a **key** issue in our access to international markets. Since a portion of our milk is going to international markets, it is now becoming a fact of life that milk will need to adhere to international milk quality standards. For long term access to the milk markets it will be important to always beat the 400K quality limit.

To improve milk quality, it is important that several facets of your dairy are in good shape:

- * milking procedures
- * milk equipment
- * hygiene of the cow housing
- * consistency of the herd staff
- * dry cow programs
- * nutritional programs
- * farm's overall commitment to high quality production of milk



The 400K Program

Dairy One and QMPS teamed up to develop a SCC reduction support program that we called '400K Beat It!' During enrollment in this program, you will identify and work with a team to improve milk quality and help achieve your milk quality goals. The composition of the team is flexible and depends on what trusted advisors you choose. We anticipate that at least :

- * Dairy One Market Manager
- * Milk Inspector (CMI)
- * Herd Veterinarian
- * Regional QMPS Veterinarian

The milk quality team will work with the farm throughout a six-month set time period. The 400K Beat It! program consists of a four-step process as outlined in this brochure.

For more information about the cost of the program, please contact Randy Perkins at Dairy One, 607-227-6528 or one of the four QMPS laboratories.

Step 1

The first step in the program is to complete a short risk assessment on your specific farm management practices. This information will provide the team with the current situation on your farm. The team will review and discuss the information and come up with a plan to work on the identified priorities.

Step 2

During the second step of the program, we will set up the testing program for your farm through Dairy One and QMPS. The testing program will include a six month bulk milk monitoring program and a series of individual cow production and cell count tests.

Step 3

The third step of the program is to collect and interpret all the data. With bulk milk monitoring you will get an easy and cost-effective insight into the major bacteria that may be causing somatic cell count problems in your herd. The individual cow data will help identify the cows responsible for the production of the high cells and it will provide very good data on the dynamics of infections in your herd.

Final Step:

The final step of the program consists again of a team meeting. The team will review all the data and the progress that has been made. The team then decides on the follow-up and the steps needed to ensure continued production of high quality milk. Continued SCC testing and enrollment in the Bulk Tank Surveillance Program would be an example of recommendations.

